

Message Text

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PAGE 01 TAIPEI 06789 120519Z
ACTION EA-12

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FOR: USDOC/BIC/OIM/MRD
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E.O. 11652: N/A
TAGS: BEXP, TW
SUBJECT: EIPT EXHIBITION - APRIL 10-14, 1978

REF : USDOC 20784

1. RE REFTEL ITEM 1: TTC CONTACTED INTEK ELECTRONICS CORP.
CONCERNING PARTICIPATION IN SUBJECT SHOW. SALES MANAGER
SHIE IS INTERESTED AND IS COMMUNICATING WITH HUGHES
AIRCRAFT CONCERNING CONTRIBUTION RESPONSIBILITY OF HUGHES
AND INTEK. INTEK WILL KEEP TTC INFORMED.

2. FOLLOWING INFORMATION IS PROVIDED IN RESPONSE TO
QUESTIONS POSED IN PARAS TWO THRU FIVE REFTEL:

PARA 2: TARIFF RATE LEVIED ON "GOLD-SILVER ANODES" IS
NOT SPECIFIED PER SE IN OFFICIAL CLASSIFICATION. CUSTOMS
OFFICIALS INDICATE RATE IS DETERMINED UPON INSPECTION
AT TIME OF ENTRY. GENERALLY, DUTY ON FOLD/SILVER PLATED
ELECTRONIC COMPONENTS IS 20 PERCENT. "WORKED ANODES",
HOWEVER, ARE KNOWN TO HAVE HAD TARIFF OF 26 PERCENT LEVIED,
WHEREAS "UNWORKED" WERE ASSESSED AT 20 PERCENT.

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PARA 3 AND 4: NUMBER OF TAIWAN FIRMS OF VARYING SIZE AND
CAPITALIZATION, BOTH INSIDE AND OUTSIDE OF EXPORT PROCESSING
ZONES, MANUFACTURE CRYSTAL ITEMS; I.E., QUARTZ RESONATORS,
LIQUID CRYSTAL DISPLAY CELLS, QUARTZ WATCH CRYSTALS, QUARTZ
WATCH ANALYZERS, QUARTZ CRYSTAL UNITS, CRYSTAL OSCILLATORS
ETC. HOWEVER, THERE IS NO LOCAL "PRODUCTION"/CULTURING/
GROWING OF CRYSTALS. SOURCES REPORT IT IS ECONOMICALLY

INEFFICIENT. CRYSTALS (NATURAL, CULTURED, SYNTHETIC) ARE IMPORTED BY LOCAL ELECTRONICS INDUSTRY AND CUT, SLICED, TRIMMED, GROUND ETC. FOR USE IN PRODUCTION OF RADIO EQUIPMENT, COMMUNICATIONS APPARATUS, WATCHES ETC. REPORTEDLY MARKET FOR CULTURED QUARTZ CRYSTALS IS GROWING.

PARA 4: LIKEWISE, MARKET FOR SLICING MACHINES AND BLADES IS GROWING. AS STATED ABOVE, CUTTING AND SLICING IS DONE LOCALLY FOR FURTHER PROCESSING.

PARA 5: MARKET FOR SILICON EDGE GRINDERS IS LIMITED AT THIS TIME, BUT HAS FUTURE POTENTIAL. LARGE U.S. - INVESTED FIRM PRODUCES WAFERS, BUT USES "LAPPING" MACHINES TO GRIND SURFACE AND EDGES OF SILICON DICE AND WAFERS. CURRENTLY, MOST WAFER NEEDS ARE SATISFIED WITH IMPORTS. REPORTEDLY, HOWEVER, TATUNG COMPANY AND ITRI (INDUSTRIAL TECHNOLOGY RESEARCH INSTITUTE) WILL SOON BEGIN PRODUCTION OF WAFERS (TATUNG NEXT YEAR) AND WILL NEED SUCH GRINDERS. NOW IS TIME FOR INTERESTED U.S. SUPPLIER TO ENTER MARKET AND BEGIN SEEKING GOOD REPRESENTATION WHICH WILL BE ESSENTIAL TO OBTAINING FUTURE SALES.

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